

## Message Text

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R 051231Z JUN 75

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 9691

USDOC WASHDC

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E.O. 11652: NA

TAGS: BEXP, BU

SUBJECT: SILISTRA PROJECT - U.S. GROUP

USDOC FOR BEWT/TDAD/PIGGOT

STATE ALSO FOR EUR/EE

REF: SOFIA 0817

1. GLOBAL SERVICES INTERNATIONAL PRESIDENT J.W. NORDSTROM CALLED ON EMBOFF JUNE 2 WITH INTSEL CORPORATION REPRESENTATIVE S.M. YANKOVITCH TO DISCUSS SILISTRA PROJECT (SEE REFTEL). NORDSTROM, WHOSE FIRM WAS FORMERLY A SUBSIDIARY OF SWIFT AND WAS REFERRED TO IN REFTEL AS GLOBAL ENGINEERING, WAS ALSO IN TOWN TO CARRY ON FINAL NEGOTIATIONS REGARDING A SWINE PROCESSING LINE FOR THE TOLBUKHIN MEAT PROCESSING PLANT.

2. ACCORDING TO NORDSTROM, A US GROUP IS BEING PUT TOGETHER TO BID ON THE SILISTRA PROJECT. GROUPS INCLUDES NUMBER OF LEADING U.S. FIRMS SUCH AS JOHN DEERE AND INTERNATIONAL HARVESTER WHICH WOULD SUPPLY MACHINERY; RALSTON PURINA FOR FEED AND DEKALB FOR SEEDS AND OTHER FACETS OF THE PROJECT; NORTHERN TRUST, A LAND-MANAGEMENT COMPANY, AND FAIRFIELD ENGINEERING OF IOWA. CORN PRODUCTION SYSTEMS (CPS) WAS ONCE PART OF GROUP BUT IS APPARENTLY NOW OUT.

3. WHILE U.S. GROUP IS APPARENTLY PREPARED TO SUPPLY MOST OF EQUIPMENT AND KNOW-HOW REQUIRED, PROBLEM AREA  
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MAY ARISE IN FINANCING. GLOBAL IS CHICAGO OUTFIT, AND

FIRST NATIONAL OF CHICAGO, BOTH IN CHICAGO AND WARSAW BRANCH, HAS BEEN UNENCOURAGING TO DATE. CONTINENTAL BANK OF CHICAGO HAS APPARENTLY INDICATED THEY COULD GO AS HIGH AS \$10-15 MILLION, BUT TOTAL PACKAGE WOULD BE OVER \$100 MILLION AND OBVIOUSLY OTHER BANKS WOULD HAVE TO BE DRAWN INTO PICTURE.

4. ACCORDING HIGH RANKING GOB OFFICIAL TOTAL VALUE OF SILISTRA PROJECT MAY BE \$500 MILLION. WHILE WE DO NOT KNOW TOTAL VALUE OF GOB INPUT, IT SEEMS POSSIBLE THAT MORE THAN ONE GROUP MAY BE ABLE TO PARTICIPATE. NUMBER OF GROUPS KNOWN TO EMBASSY WHICH MAY SUBMIT BIDS HAS INCREASED IN RECENT WEEKS. FINNISH AND CANADIAN DIPLOMATIC OFFICIALS REMAIN CONFIDENT THEIR OWN GROUPS HAVE INSIDE TRACK, AND RECENT CANADIAN TRADE DELEGATION HAD REPRESENTATIVE FROM EXPORT DEVELOPMENT CORPORATION IN OTTAWA WHO INDICATED CANADIANS MAY BE PREPARED TO FINANCE UP TO \$125-150 MILLION FBT PROJECT. THERE ARE TWO GROUPS PUTTING TOGETHER PACKAGES IN UK, AND UKG IS APPARENTLY CONSIDERING GUARANTEES FOR AND FINANCIAL PROJECT. WE UNDERSTAND THERE ALSO MIGHT BE WEST GERMAN GROUP.

5. AS NEAR AS WE CAN DETERMINE, GOB IS TREATING SILISTRA PROJECT IN THREE STAGES. FIRST STAGE WOULD BE COMPLETED WITH ACCEPTANCE BY GOB OF ONE GROUP'S PROPOSAL; THIS STAGE, AS NORDSTROM PUTS IT, IS "FOR FREE" WITH NO FINANCIAL REMUNERATION. SECOND STAGE WOULD CONSIST OF FLESHING OUT DETAILS AND ARRANGING EQUIPMENT AND OTHER PURCHASES FROM SECONDARY SUPPLIERS, A STAGE AT WHICH  
A  
NUMBER OF U.S. AND OTHER FIRMS HOPE  
TO ENTER INTO

PARTICIPATION. THIRD STAGE WOULD CONSIST OF ACTUAL CONSTRUCTION AND COMPLETION OF THE PROJECT PLUS BEGINNING OPERATIONS.

6. COMMENT: THIS PROJECT, HUGE IN SIZE, IS OF GREAT POTENTIAL INTEREST TO U.S. FIRMS. EMBASSY WOULD SUGGEST ANY ASSISTANCE WHICH COULD BE GIVEN TO U.S. FIRMS WISHING LIMITED OFFICIAL USE

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TO PARTICIPATE BE EXTENDED BY USDOC AS FEASIBLE, PARTICULARLY WITH REGARD TO FINANCING. IN ADDITION, EMBASSY UNDERSTANDS USDOC HAS BEEN CONSULTING WITH FIRMS INVOLVED IN PUTTING TOGETHER U.S. GROUP DESCRIBED ABOVE AND WOULD APPRECIATE ANY ADDITIONAL INFORMATION USDOC MAY HAVE ON PROJECT.  
HERZ

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**TAGS:** BEXP, BU  
**To:** STATE COM  
**Type:** TE  
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